

Service-Disabled Veteran-Owned Small Business Opportunity Day



**Office of Small and Disadvantaged
Business Utilization, DOE
and
Savannah River Nuclear Solutions, LLC**

A horizontal banner image showing a long, straight road stretching into the distance under a clear blue sky. The road has a yellow center line and white edge lines. The text "Safe Driving Tips" is centered in white over the image.

Safe Driving Tips

Plan ahead: Check traffic conditions, plan your route, and familiarize yourself with exits and interchanges. Keep an emergency kit in the trunk of your car – including blankets, a first aid kit and jumper cables. Make sure your cell phone is fully charged and that your car always has a full tank of gas.

Obey the rules: Follow posted speed limits and adjust your speed for road and weather conditions. Speed limits in construction zones can change quickly, and there may be police hiding. Don't drive distracted and avoid texting or using your phone.

Maintain a safe distance: Keep a safe following distance of at least three seconds and increase that distance in bad weather.

Merge smoothly: Use your turn signal and accelerate on the on-ramp to match traffic flow. Check your mirrors frequently to be aware of traffic around you. Yield to other drivers, as merging onto the highway doesn't give you the right of way.

Be aware of your surroundings: Pay close attention to the road and look ahead for signs of trouble.

Take breaks: With extended travel, stop and get some rest when you get tired.

Drive sober: Alcohol and drugs can impair your ability to drive safely.

NEVER DRIVE UNDER THE INFLUENCE!

Buckle up: Put on your seatbelt before leaving home and remind your passengers to do the same.

Check the weather: Avoid driving in bad weather, like snow or rainstorms. During inclement weather consider staying at home if you don't need to be on the road. Use extra caution in areas that freeze quickly, especially intersections, shaded areas, bridges and overpasses.

Never engage in Road rage behavior: Be Patient! All drivers should exercise patience on the road no matter the situation, particularly when it comes to other motorists. You cannot control their behavior on the road, but you can control yours. Don't cutoff, tailgate or make rude or aggressive gestures. Keep your frustration in check and avoid letting yourself get angry when on the road. Don't get physical or start yelling; take deep breaths and try not to respond if you encounter careless drivers. Listen to your favorite music to make your drive more enjoyable.

The most important thing is that you reach your destination safely.



Up Next

RECOGNITION OF VETERANS



David Dietz
Procurement Director
Savannah River Nuclear Solutions, LLC

Up Next

WELCOME & OPENING REMARKS



Ron Pierce, Director
Office of Small Business & Disadvantaged Business Utilization, DOE

Jay Johnson, Deputy Vice President, Contracts & Supply Chain Management
Savannah River Nuclear Solutions, LLC

Up Next

BUSINESS OPPORTUNITY SESSION



LISA TANNER

SMALL BUSINESS LIAISON OFFICER

SAVANNAH RIVER NUCLEAR SOLUTIONS, LLC

INNOVATION • DEFENSE
NONPROLIFERATION • ENVIRONMENT



We make the world safer.

Doing Business with SRNS Supply Chain Excellence

In collaboration with



**Office of Small and Disadvantaged
Business Utilization**

Lisa Tanner
Supply Chain Excellence

November 2024



6,000 Employees *"Making the world safer."*



Savannah River Site
Aiken, S.C.

310 square-mile site
12,700 employees

\$2.7 billion

SRNS Budget

MISSION AREAS



Environmental Stewardship
for soil, water and facilities



Nuclear Materials for National Security
for nuclear weapons deterrent



Securing Nuclear Materials
to prevent unwanted proliferation



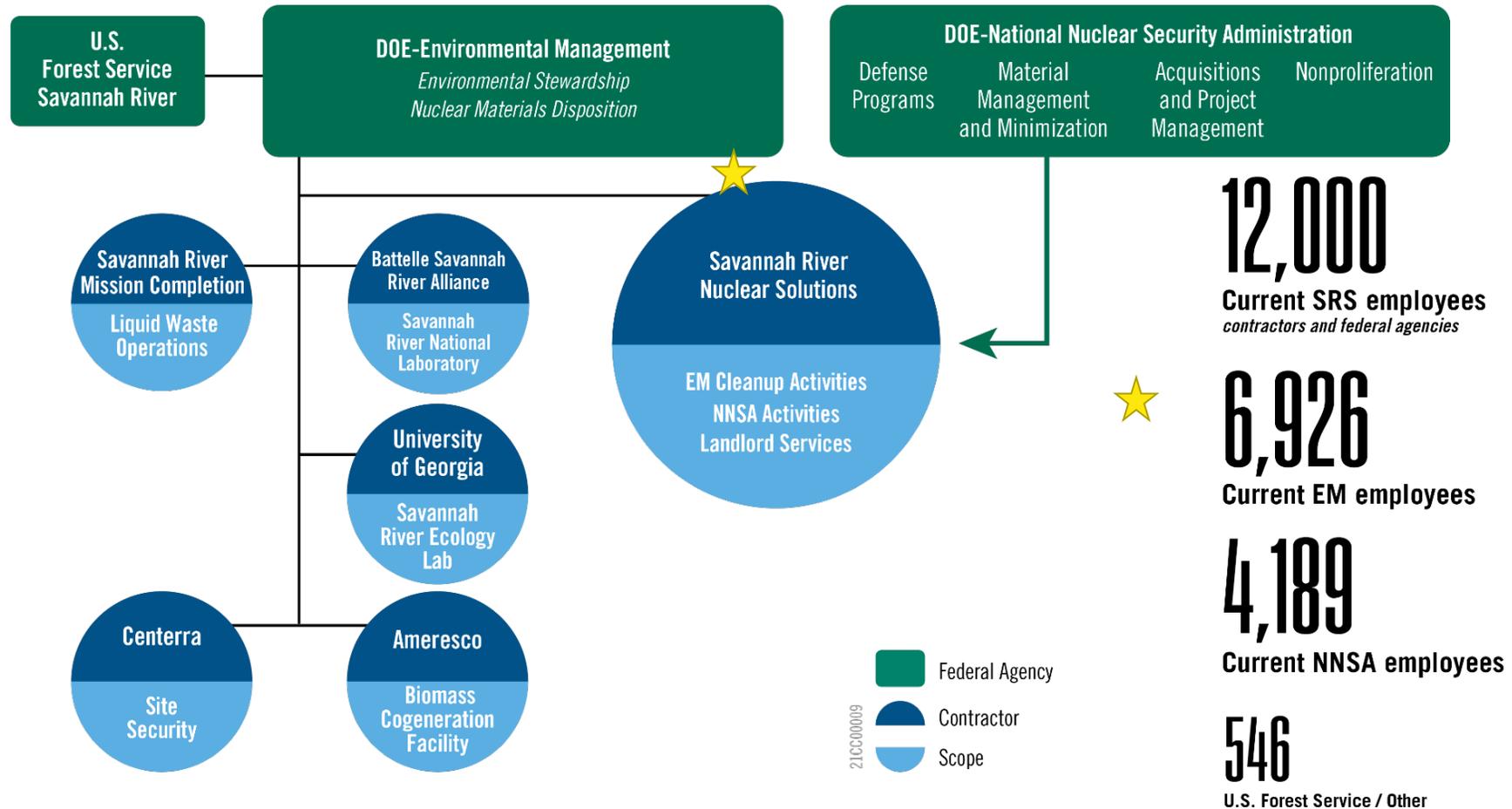
Transforming Nuclear Materials
into assets and stable wasteforms



M&O Support Services

Prime Contract Renewed in September 2022 for 4 years + 1 year Option

Savannah River Site (SRS) Federal & Contractor Partnerships



SRNS Missions

EM		Environmental Management Management, stabilization and disposition of nuclear materials Management and disposition of solid, liquid and transuranic wastes Spent fuel management Environmental remediation and cleanup
NNSA		National Nuclear Security Administration Tritium operations Nonproliferation support Foreign fuel receipts Surplus Pu Disposition Pu Modernization SRPPF Project Tritium Finishing Facility

21CC00008

Environmental Stewardship

Cleanup of Legacy to Prepare for Next Generation Missions

- Successful D&D of more than 1 million sq/ft of space
- 40 Soil/Groundwater remedial systems managed
- 20th Anniversary of Phytoremediation



Nuclear Materials Management

Innovative Approaches to Nuclear Materials Challenges

- H Canyon accelerating spent fuel dissolution to peak at 18 per year
- Preparations ongoing for stainless-steel clad fuel dissolution
- Processing High Flux Reactor Cores used for medical isotope production
- Domestic and foreign fuel receipts in L Area



National Nuclear Security Administration Plutonium Disposition

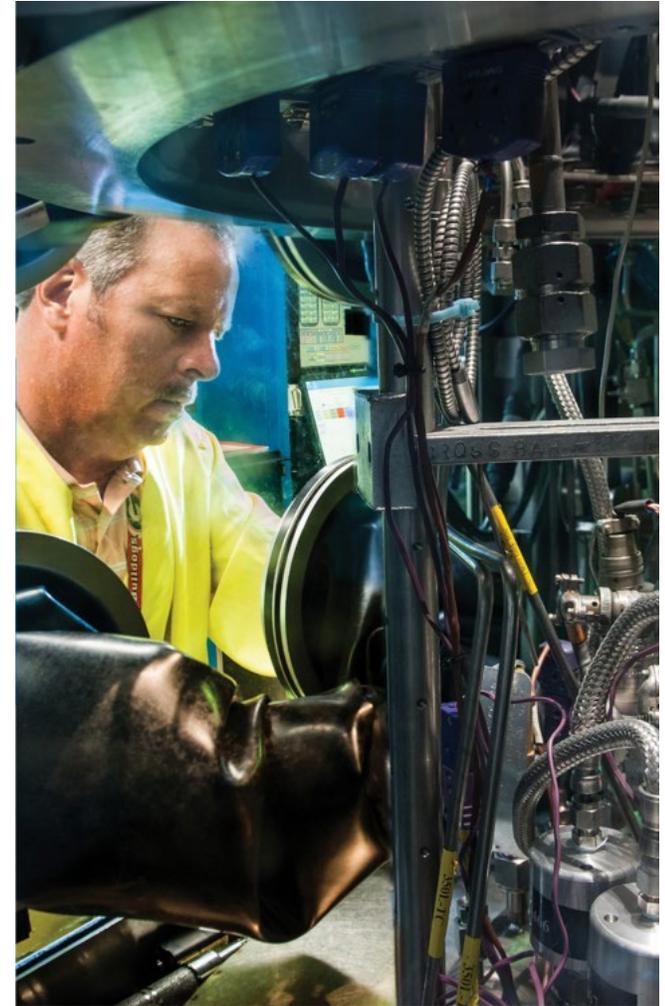
- Current Plutonium Disposition mission: To dispose of and manage excess weapons-useable plutonium.
- Dilute and Dispose entails mixing the plutonium with an adulterant material to produce a mixture that is more secure (not usable for nuclear weapons), followed by geological repository disposal at the Waste Isolation Pilot Plant in New Mexico.
- DOE and NNSA are continuing to expand operations to downblend Pu at SRS in line with the Department's commitment to continue to process and remove material



National Nuclear Security Administration Tritium

Tritium is a radioactive isotope of hydrogen that is a key element of modern nuclear weapons

- SRS is the nation's only facility for extracting, recycling, purifying and reloading tritium.
- The Savannah River Tritium Enterprise supports the National Nuclear Security Administration with tritium supply, stockpile maintenance, stockpile evaluation, helium-3 recovery, and research and development.



National Nuclear Security Administration Pit Production Mission: Enduring Capability

- To produce 50 pits per year for the Nation's nuclear deterrent
- Utilizes existing, Hazard Category-2 structure
- Internal modifications and equipment installation
- Uses existing SRS services and infrastructure
- Builds on over 70-year SRS history of meeting national security needs



Pit Production



626 new hires • 463 attrition • 1000 forecasted new hires

FY22 SRNS
Apprenticeship
Enrollment
134

Active MOU
Partners
in Education
19

**Robust
Apprenticeship
Program**

Targeting WORC
Grant Recipients
Scholarships funded
by DOE/NNSA

Succession
Planning and
Mentoring
Programs



Contracts & Supply Chain Management (C&SCM) Senior Leadership Team



James (Jay) Johnson
Deputy Vice President



Fred Freeman
*Sr. Director, Project Procurement
Planning & Execution*



David Dietz
*Sr. Director Supply Chain
Procurement*



Tammy Rimes
*Sr. Director Supply Chain
Operations & Programs*



Anthony (Tony) Brinson
*Director, SCM Information
Systems
& Analytics*



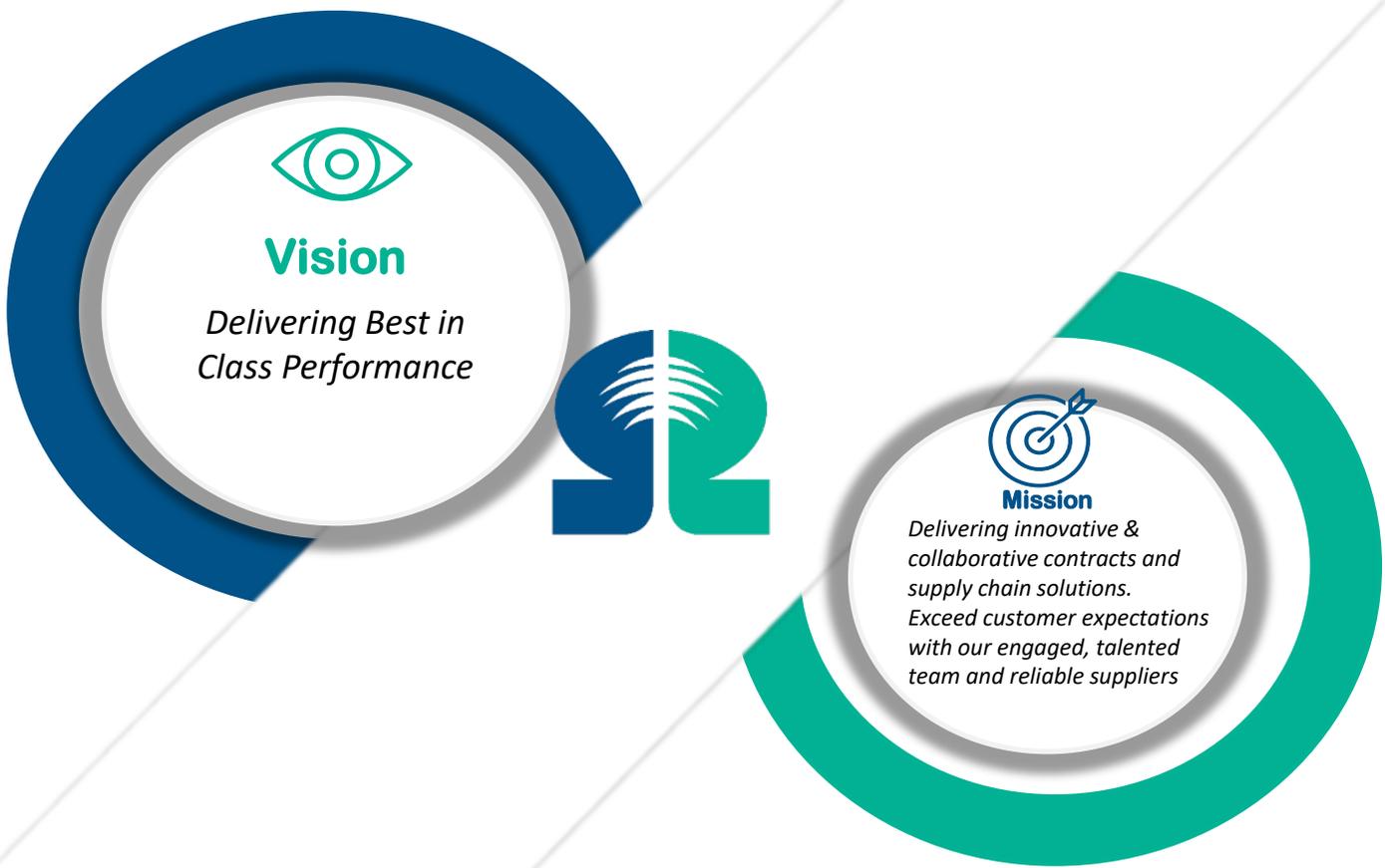
Richard Charles
Director, Contracts



Hector Lopez de-Jesus
Sr. Director, SRPPF Procurement



Dino Ilagan
Director, Compliance







Our Small Business Program is Vital to Our Success

- SRNS employs a “Small Business First” policy
- Small Business Team is an active participant in defining sourcing strategies
- As SBLO I am your advocate
- Fully invested in finding and developing the right small business partners



**SRNS
FY24 Results**

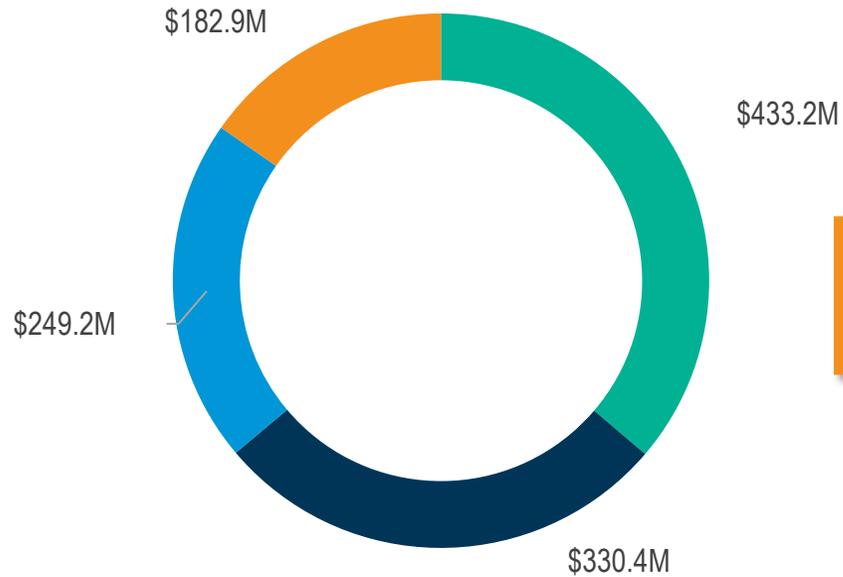


**66% of Every
Dollar Spent**

SRNS Shifting Spend

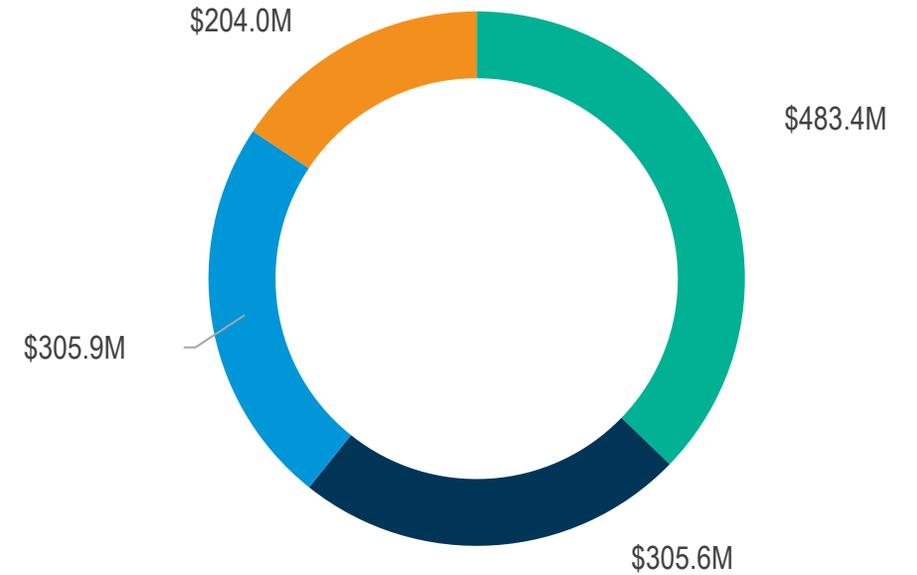


FY23 Commitments



Spend shifts in support of augmented mission

FY24 Commitments

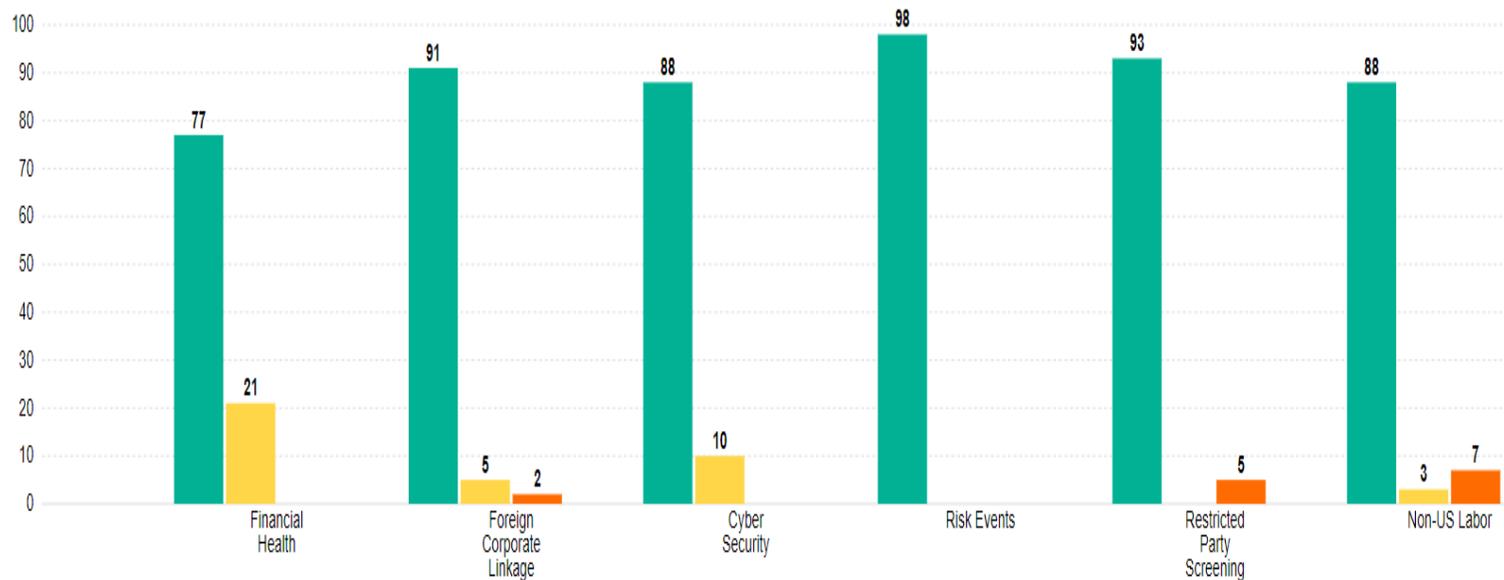


- Professional, Scientific, and Technical Services
- Fabricated Metal Product Manufacturing
- Help Services
- Construction

- Professional, Scientific, and Technical Services
- Fabricated Metal Product Manufacturing
- Help Services
- Construction

Risk Overview by Categories

■ Significant ■ High ■ Medium ■ Low



Changes for Suppliers

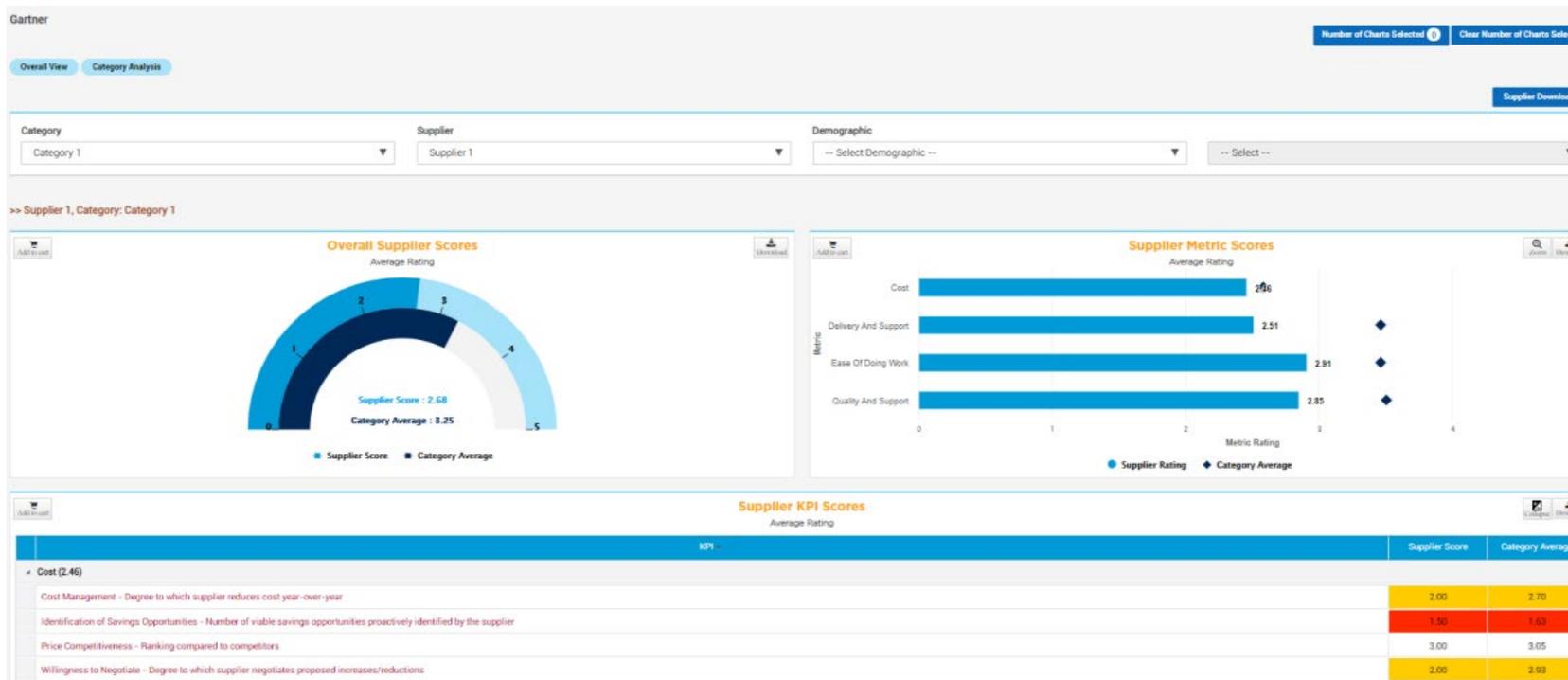
- Dynamic and constant monitoring of risk
- Live now
- Phase 2 will include quantitative supplier results



Changes for Suppliers

- Self Registration
- Sourcing Database
- Reminders / Updates
- Planned roll out in FY25

Merlin: Supplier Relationship Scorecard Platform



Changes for Suppliers

- Evaluation of qualitative characteristics of suppliers
- Pilot underway
- Planned roll out in FY25

Learn

- The “ins and outs” of government contracting
- Prepare for the paperwork requirements
- Keep certification current
- Comply with regulations
- Thoroughly review the solicitation



Value

- **Pinpoint your niche**
 - Don't attempt to be all things to all people
- **Be realistic regarding your capabilities and capacity**
- **Discuss your worth and not your size / status**
- **Provide product and process innovations**
- **Offer competitive pricing strategies**



Connect

- Always respond to RFPs/RFQs
- Be transparent in all communication
- Network
 - Use opportunities such as this conference
 - Build relationships
 - Clearly articulate your niche / value



- **Quality**
 - Prevent Defects – we expect defect-free products and services
 - Built in Quality – have systems in place to ensure quality
- **Delivery**
 - OTD, correct quantity, complete paperwork
 - Flexibility to meet our changing demand
- **Cost**
 - Competitive cost structures
 - Drive improvement programs that translate into cost savings
- **Innovation**
 - New ideas that create value
 - Shared solutions

Four Easy Steps to SRNS



1 Register

Register in SAM: <https://www.sam.gov/SAM/>

2 Reach

Reach out to the SRNS Small Business Programs Office at supplierdevelopment@srs.gov and provide your capability statement with this communication

3 Refer

Refer to our website for opportunities and short-term subcontracting needs.
www.savannahrivernuclearsolutions.com

4 Respond

Respond promptly and thoroughly to all solicitations

Opportunities at SRNS



<https://savannahrivernuclearsolutions.com>

A screenshot of the SRNS website. The top navigation bar includes links for "About SRNS", "Programs", "Outreach", "Opportunities", "News & Video", "Careers", and "Publications". The "Opportunities" link is highlighted, and a dropdown menu is open, listing: "Procurement", "Small Business programs and Supplier Partnering", "Technology Transfer", and "Sponsored Conferences & Workshops". The background of the website header features a blue sky with clouds and a faint globe on the right side.

Savannah River
NUCLEAR SOLUTIONS™

About SRNS Programs Outreach **Opportunities** News & Video Careers Publications

- Procurement
- Small Business programs and Supplier Partnering
- Technology Transfer
- Sponsored Conferences & Workshops ▶



05/24/2023

Savannah River Site™

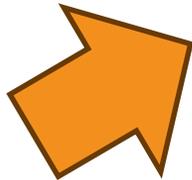
U.S. DEPARTMENT OF ENERGY
NNSA
National Nuclear Security Administration

About News Business Opportunities Programs Documents & Publications Outreach Careers SEARCH

- Mentor Protégé
- Acquisition Opportunities
- Supplier Forms and Information
- Supplier Notices
- SRNS Staff Augmentation
- Trade Representatives
- Procurement Dept. Location

Contracts & Supply Chain Management

Contracts & Supply Chain Management (CSCM) will provide best-in-class supply management services to support the Savannah River Site's rapidly changing missions while maintaining compliance with DOE and SRNS policies to include supporting small businesses and being diligent stewards of taxpayer, government and site resources.



Opportunities at SRNS



**U.S. Department of Energy (DOE) Headquarters Acquisition Forecast
Savannah River Nuclear Solutions (SRNS), LLC
November 12, 2024**

For questions or more information, please email the SBP&SP Team: SupplierDevelopment@srs.gov or Call: 1-800-888-7986

Opportunity Number	Name of DOE Organization	Anticipated Solicitation Quarter	NAICS Code	Type of Acquisition	Acquisition Description	Place of Performance (City and State)	Contracting Status (New, Recompete)	Contract Type	Estimated Dollar Range	Program Office	Contracting Officer/Contracting Specialist	Anticipated Award Date or Year
FY24-14	Savannah River Nuclear Solutions, LLC	2QFY25	325120	Services	Bulk Chemicals (less than tanker)	Aiken, SC	Recompete	Strategic Agreement	\$4M - \$5M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	4QFY25
FY24-15	Savannah River Nuclear Solutions, LLC	2QFY25	325510	Materials	Paint and Paint Supplies	Aiken, SC	Recompete	Strategic Agreement	\$800K - \$1.5M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	3QFY25
FY24-17	Savannah River Nuclear Solutions, LLC	2QFY25	423850	Materials	Mill, Hardware, Tool Supplies	Aiken, SC	Recompete	Strategic Agreement	\$3.5M - \$5M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	4QFY25
FY24-20	Savannah River Nuclear Solutions, LLC	2QFY25	314999	Materials	Flooring and Flooring Products. (Vinyl, carpet, wood flooring, etc.)	Aiken, SC	New	Fixed Unit Price	\$1.2M - \$1.5M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	2QFY25
FY24-22	Savannah River Nuclear Solutions, LLC	3QFY25	325120	Materials	CO2 Dry Ice Pellets	Aiken, SC	Recompete	Strategic Agreement	\$250K- \$350K	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	3QFY25
FY24-23	Savannah River Nuclear Solutions, LLC	2QFY25	444190	Materials	Various Lumber Products	Aiken, SC	Recompete	Fixed Unit Price	\$3.25M -\$4M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	2QFY25
FY24-29	Savannah River Nuclear Solutions, LLC	3QFY25	325199	Materials	Base Injection Concentrate	Aiken, SC	Recompete	Strategic Agreement	\$1M-\$1.25M	Department of Energy-Savannah River Office	Chris Derosia christopher.derosia@srs.gov	4QFY25
FY25-01	Savannah River Nuclear Solutions, LLC	1QFY25	812332	Services	Leasing and services of fire resistant coveralls, hoods, and cloth boots	Aiken, SC	Recompete	Firm Fixed Price Subcontract	\$500K	Department of Energy-Savannah River Office	Karen Paige karen.paige@srs.gov	2QFY25

Proposed Large Projects / Activities



Project Title	Cost Range (\$M)	Planning Year
B Area Engineering Building #1	100 - 125	2026
K Area Process Support Building #1	80 - 100	2026
NNSA Field Office Building #1	150 - 200	2027
NNSA Field Office Building #2	150 - 200	2028
NNSA Field Office Conference Center	100 - 150	2029
Information Technology Campus	300 - 400	2029
G Area Engineering Building 001	100 - 150	2030
Jackson Barricade Warehouse Complex	300 - 400	2031
K Area Process Support Building #2	100 - 150	2032
Tritium Classified Building 002	75 - 125	2032
233-H SS Tritium Fire Water Supply	75 - 125	2035
F Area Process Support Building	200 - 250	2036

Infrastructure Activities
Habitability / Modernization
Warehouse / Storage Facilities
Roads (30+ miles), Bridges
Roofs
Electrical Distribution
Underground Piping
Training Facilities
Fire Station / Systems
Tornado Shelters
Emergency Responder Infrastructure
EV Infrastructure
Deferred Maintenance Reduction



Savannah River
NUCLEAR SOLUTIONSSM

Lisa Tanner
Small Business Liaison Officer

Deborah Tyler
Supply Chain Advisor

Jana Chavous
Senior Supply Chain Specialist

Lori Gee
Supply Chain Specialist

Rachel Boyd
Supply Chain Associate

SupplierDevelopment@srs.gov
1-800-888-7986

INNOVATION • DEFENSE

NONPROLIFERATION • ENVIRONMENT

SRNS

Savannah River Nuclear Solutions

We make the world safer.



Up Next

BUSINESS OPPORTUNITIES SESSION



Ashley Hannah
Small Business Program Manager
Savannah River Mission Completion, LLC

The Liquid Waste Mission at SRS

Ashley Hannah
Small Business Program Manager

November 21, 2024



Savannah River Mission Completion



Teaming Partners



Proudly led by



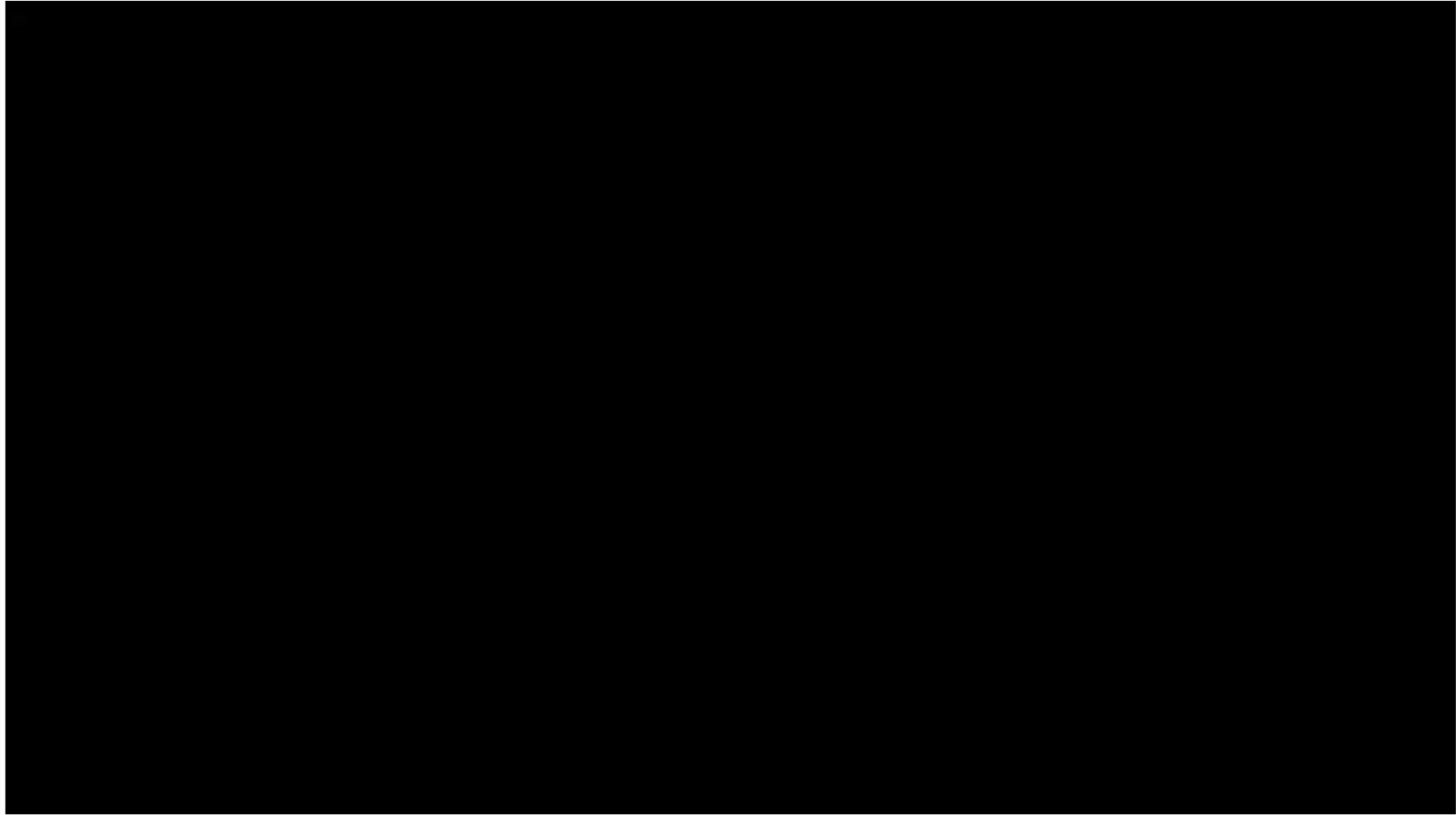
Integrated Small Business Subcontractors



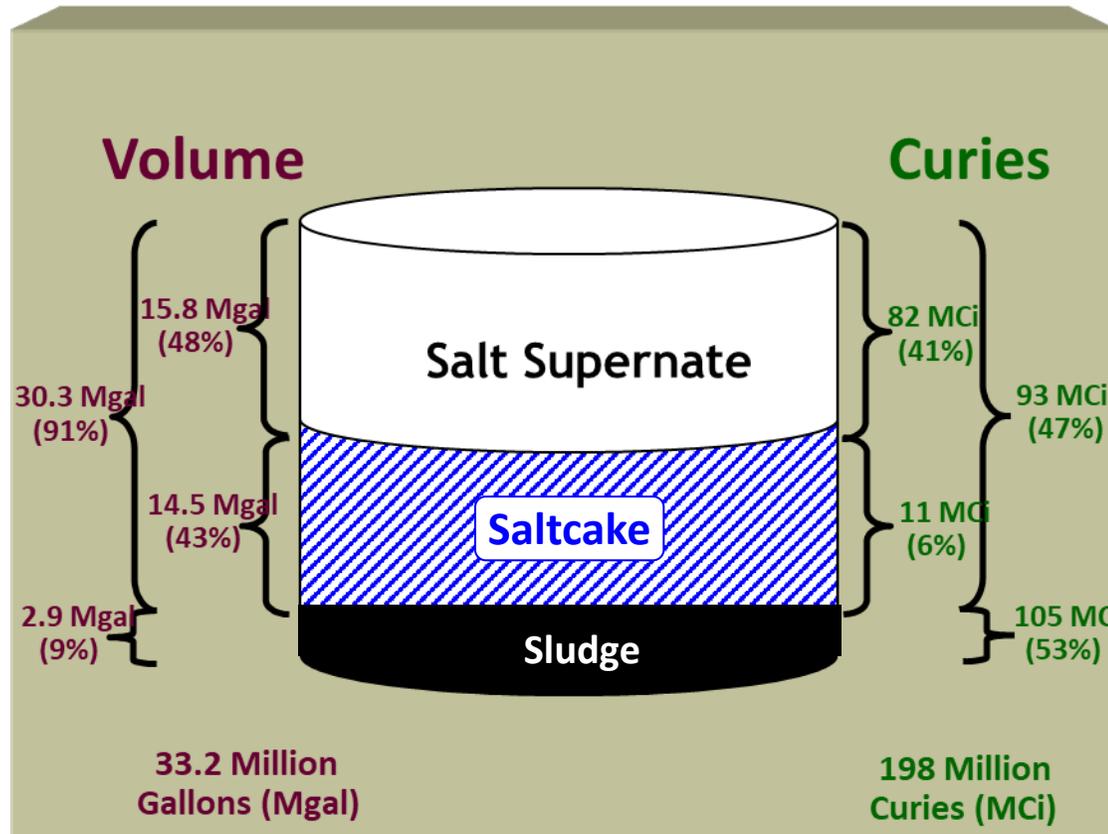
Responsible for eliminating radioactive liquid waste produced from Cold War era nuclear weapons production

- SRMC's 10-year contract began on **February 27, 2022**
- Current workforce of **~3,700 employees** (including subcontractors)

Liquid Waste Program Overview



Inside the Tanks

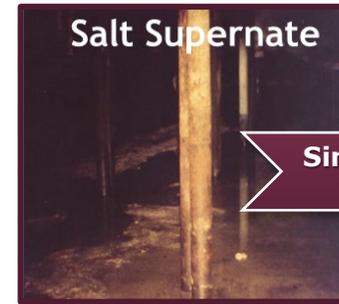


Inventory values as of 2024-09-30



Similar to

Table salt



Similar to

Pancake syrup

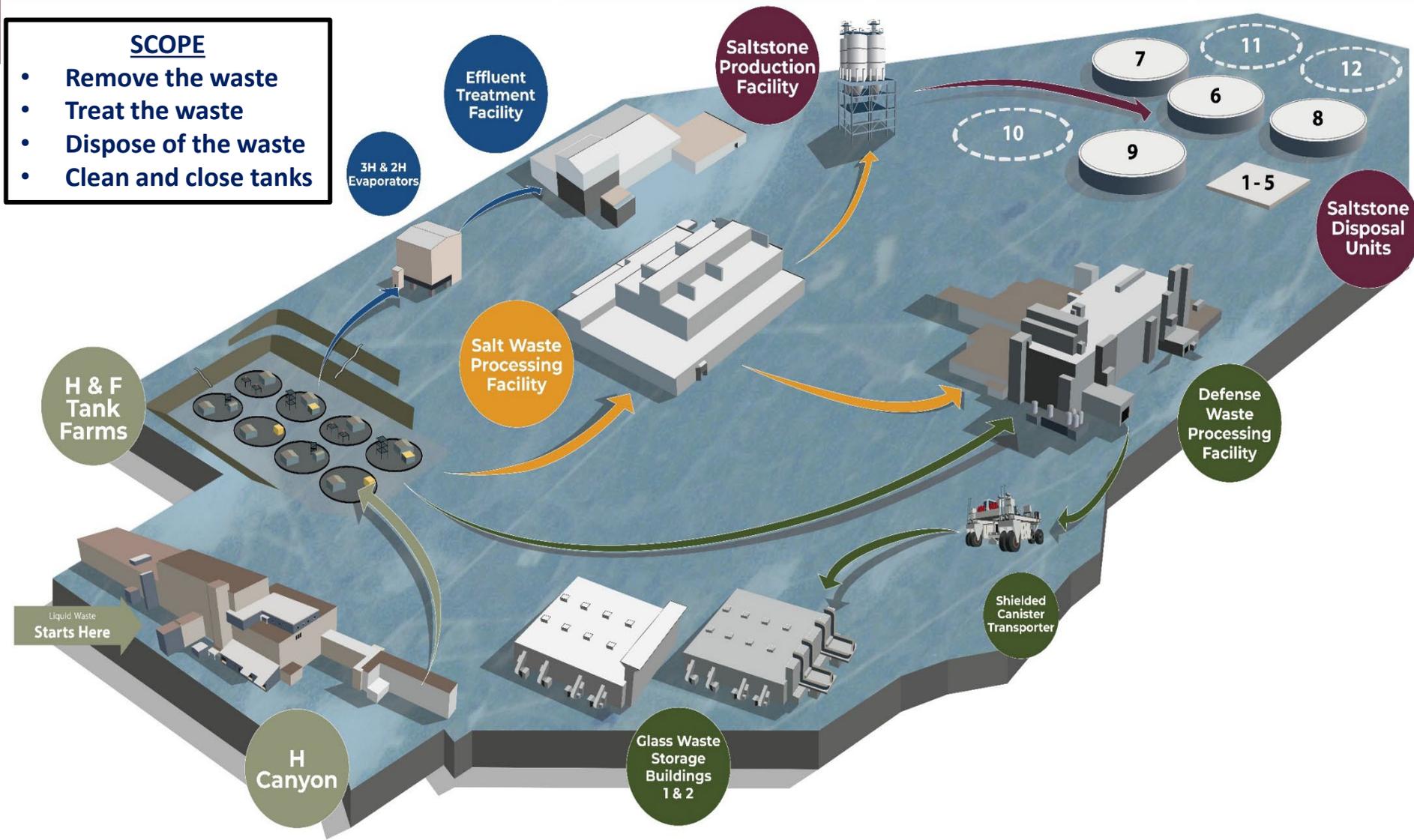


Similar to

Peanut butter

SRS Liquid Waste Facilities

- SCOPE**
- Remove the waste
 - Treat the waste
 - Dispose of the waste
 - Clean and close tanks



- ***Small business first*** approach to subcontracting
- **Committed to subcontract at least 50% of all purchases to small business**
 - Since contract inception, over \$450M awarded to small business
- **Support and participate in the DOE Mentor Protégé Program**
- **Small business suppliers support all SRMC facilities and missions**
- **Anticipated small business procurements include pumps, concrete, general construction, rental equipment, pipes and valves, and chemicals**

Small business is critical to our mission success!

Services/ Construction

- SDU Construction (237110)
- Facility Maintenance (561210)
- Chemical Cleaning (332912)
- Engineering Services (541330)
- Equipment Rental (532412)

Materials

- Pumps (333996)
- Agitators (335312)
- Pipes (331210)
- Valves (332911)
- Cameras (333310)
- Fabricated Items (332999)
- Bulk Chemicals (325998)
- Concrete (327320)

Strategic Agreements

- Material BOAs
 - Lumber (333243)
 - Industrial Supplies (333413)
 - Electrical Supplies (335313)
 - Safety Equipment (332911)
 - Gaskets (339991)
- Affiliate (541990)
- Staff Augs (561320)

Acquisition Description:	Roofing
Type of Action:	Small Business NAICS Code: 238160
Estimated Dollar Range:	>\$1M
RFP Release Date:	Q3 FY25
Contact Info:	Kevin O'Grady Kevin.OGrady@srs.gov

*Information is subject to change

Acquisition Description:	General Construction
Type of Action:	Small Business NAICS Code: 238390
Estimated Dollar Range:	>\$1M
RFP Release Date:	Q2 FY25
Contact Info:	Kevin O'Grady Kevin.OGrady@srs.gov

*Information is subject to change

Acquisition Description:	Pumps (various)
Type of Action:	Small Business NAICS Code: 333996
Estimated Dollar Range:	>\$1M
RFP Release Date:	Q2 FY25
Contact Info:	Matt Spivey Matt.Spivey@srs.gov

*Information is subject to change

Acquisition Description:	Fabricated Items
Type of Action:	Small Business NAICS Code: 332999
Estimated Dollar Range:	>\$1M
RFP Release Date:	Q3 FY25
Contact Info:	Matt Spivey Matt.Spivey@srs.gov

*Information is subject to change

▪ **How do I introduce my company to SRMC?**

Ashley Hannah
Small Business Program Manager
ashley.hannah@srs.gov

▪ **What is the best way to reach out?**

- Send an email with company core competencies and capabilities
- Include any documents you would like distributed to Supply Chain Management

▪ **How do I register with SRMC?**

- Register your business entity at SAM.gov
- Complete and submit the required forms
 - *SRMC Supplier Information Form*
 - *SRMC Vendor Authorization EFT*
 - *W-9*

These instructions and SRMC Supplier Forms can be found on our website at:

<https://www.savannahrivermissioncompletion.com/procurement>

POWER AS ONE[®]

MISSION • VISION • CONTRACT • COMPANY • VALUE SET • SAFETY CULTURE

Up Next

BUSINESS OPPORTUNITIES SESSION



Debby Whitehead
Small Business Program Manager
Fluor Mission Solutions

SRS SDVOSB INDUSTRY DAY

DEBBY WHITEHEAD

**Small Business Program Manager/Supplier
Diversity**

November 21, 2024

FLUOR MISSION SOLUTIONS

Serving federal agencies across the U.S. government and select international governments, including the Department of Energy (DOE), the Department of Defense (DoD), the Federal Emergency Management Agency (FEMA) and intelligence agencies.

- ▶ **Providing technical and project expertise to government agencies for more than 80 years**
- ▶ **Delivering rapid response and emergency recovery solutions**
- ▶ **Performing base engineering and construction services**
- ▶ **Base life support and operations to U.S. military personnel worldwide**
- ▶ **Safely maintaining and operating the nation's most critical nuclear sites, completing nuclear remediation and waste disposal projects**



Savannah River Plutonium Processing Facility (SRPPF) Project

Under Federal Law and to meet national security requirements, the National Nuclear Security Administration (NNSA) is implementing a strategy to provide the enduring capability and capacity to produce no fewer than 80 war reserve (WR) plutonium pits per year (ppy).

The NNSA's approach for supplying these plutonium pits is a two-pronged approach which allows the flexibility and resilience to mitigate shutdowns, incidents, or other impacts to operations at a given site:



Savannah River Site (SRS) producing a minimum of 50 WR ppy



Los Alamos National Laboratory (LANL) producing a minimum of 30 WR ppy



Working together to

DELIVER 2032



PROJECT COMPLETION

(CD-4 by 2032)

SUCCESS ACHIEVED TOGETHER



Savannah River Plutonium Processing Facility (SRPPF) Project (cont.)



- ▶ Repurposing the unfinished Mixed Oxide (MOX) Fuel Fabrication Facility (MFFF) Building allows NNSA to make use of an existing seismically-qualified structure, with numerous supporting facilities.
 - The exterior walls and roof were engineered and constructed to resist all credible manmade and natural phenomena hazards.
 - The facility has more than 400,000 square feet of available Hazard Category-2 space, which will meet the pit production requirements.

Savannah River Plutonium Processing Facility (SRPPF) Project (cont.)



- ▶ Preparations at SRS will also include removing and modifying some existing facilities, along with adding new support accommodations.
- ▶ The SRPPF design includes an on-site High-Fidelity Training and Operations Center (HFTOC). The HFTOC will be used to train personnel, develop operator proficiency and provide hands-on experience with non-radioactive materials.

ANTICIPATED CONSTRUCTION MANAGEMENT ACQUISITIONS

\$11.1 billion

P R O J E C T

Opportunities for:

Construction • **Construction Support** • **Design/Fab/Build** • **Professional**

FY25	FY26	TBD
<ul style="list-style-type: none"> ▶ K308-Main Process Bldg Coatings Work ▶ K325-Main Process Bldg HVAC Work ▶ K844-General Service Contractor ▶ K306-HFTOC Bldg. Sitework & Modifications ▶ K307-Glovebox Installation Work ▶ K814-On Site Transportation (Bussing Service) ▶ K815-Off Site Transportation (Bussing Service Aiken & Augusta) ▶ K854-HVAC Maintenance 	<ul style="list-style-type: none"> ▶ K300-Chem/RAD Waste/DOT Inspc Bldgs Work ▶ K303-Sandfilter/Fan House Bldgs Work ▶ K304-N2, Gas Pad, Regen Mixing Skid, Cooling Tower & Diesel Fuel Unloading Station Work ▶ K305-Diesel Generator Compressor, Chiller Bldg. & Diesel Storage Work ▶ K313-Exhaust Stack/Design/Fabrication/Erection ▶ K316-Electrical Work ▶ K317-Safeguards & Security Construction Work ▶ K318-Main Process Building Fire Suppression Work, Fire Water Storage Tanks and Pump House ▶ K324-Fire Detection Work ▶ K806-Scaffold - Supply, stage, design, erect, inspect, modify, dismantle, invoice 	<ul style="list-style-type: none"> ▶ K807-Tool Services ▶ K808-Equipment Services ▶ K812-Waste Management/ Recycling ▶ K834-Cranes & Operators ▶ K302-HFTOC Process Outfitting Work ▶ K311-Main Process Bldg. CSA General Contractor ▶ K312-Main Process Bldg. Roofing Work ▶ K315-Insulation - Pipe, Mechanical Equipment and Fireproofing Work ▶ K319-Fire Detection System Integrator ▶ K320-Firestopping - 3rd Party Training of Labor ▶ K321-Main Process Bldg. Elevator Work ▶ K322-Electrical - Calibration & Testing Service (Major Equipment) ▶ K327-Main Process Building Piping & Equip Work ▶ K821-On Site Stockpile Maintenance (E-Area) Borrow Pit with undergrounds Subcontractor

EXAMPLES OF SMALL BUSINESS OPPORTUNITIES

- ▶ Concrete
- ▶ Rock, Stone, and Gravel
- ▶ Piping
- ▶ Structural Steel



DOING BUSINESS WITH FLUOR

1

RESEARCH

to verify we need your
type of service or
products

2

REGISTER

or obtain a UEI in SAM



3

CONTACT

Debby Whitehead at
Debby.Whitehead@fluorgov.com

&/or

Shelia Johnson at
Shelia.Johnson@fluorgov.com

Q&A



Up Next

HOW TO DO BUSINESS WITH DOE



Nicola Ohaegbu
Senior Small Business Advocate
Office of Small and Disadvantaged Business Utilization, DOE



**OFFICE OF SMALL AND DISADVANTAGED
BUSINESS UTILIZATION**

**DOING BUSINESS WITH THE
U.S. DEPARTMENT OF ENERGY**

November 21, 2024



OVERVIEW

DOE Mission, History, Organization Chart and Budget

DOE Small Business Achievements & Current Goals

OSDBU Mission and Strategic Objectives

OSDBU FY2025 Initiatives

What, How and Where DOE Buys

Subcontracting Opportunities

Tips to Increase Success

Mentor-Protégé Program

Important Links

DOE OSDBU Support

HISTORY AND MISSION

The Department of Energy's mission - ensure America's security and prosperity by addressing its energy, environment, and nuclear challenges through transformative science and technology solutions

Energy

Catalyze the timely, material, and efficient transformation of the nation's energy system and secure U.S. leadership in energy technologies.

Science and Innovation

Maintain a vibrant U.S. effort in science and engineering as a cornerstone of our economic prosperity with clear leadership in strategic areas.

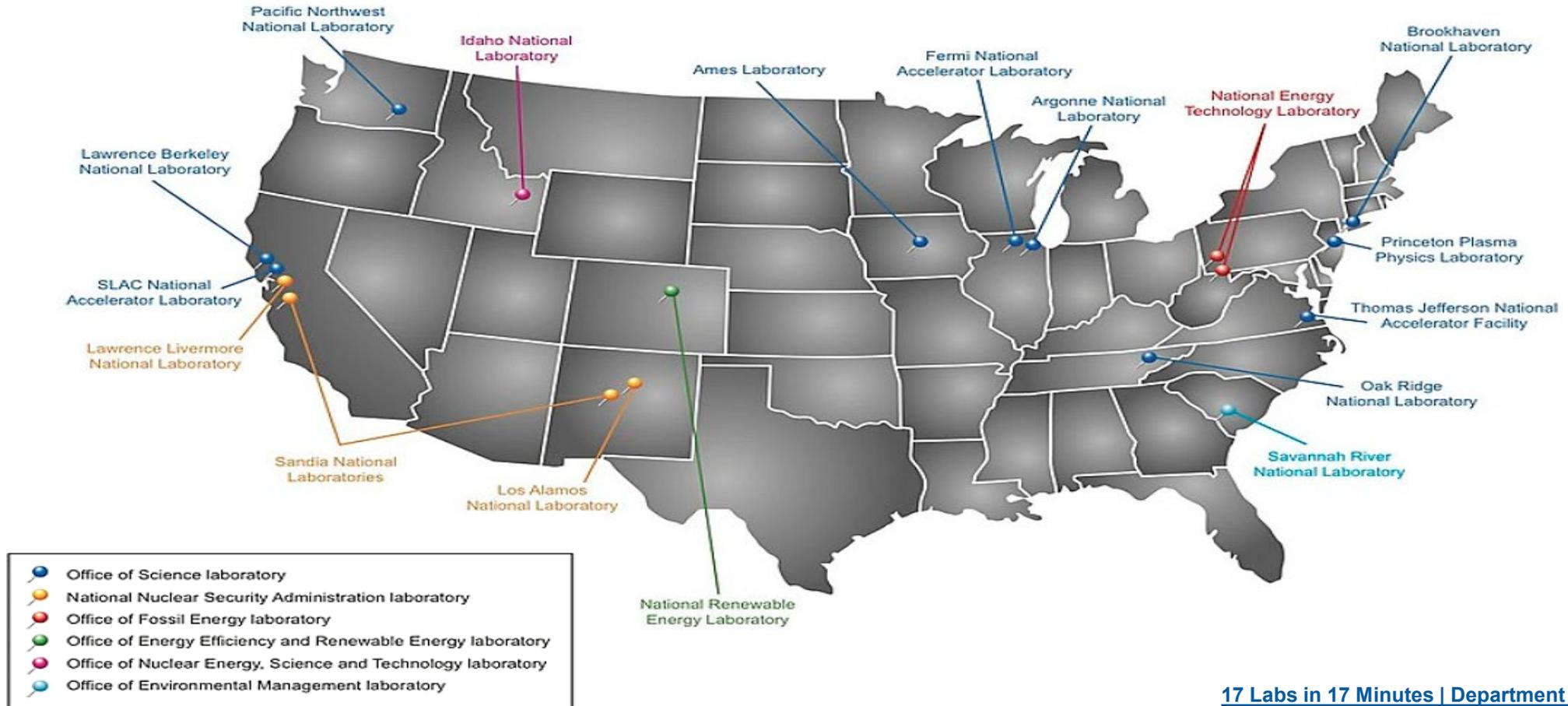
Nuclear Safety and Security

Enhance nuclear security through defense, nonproliferation, and environmental efforts.

Management and Operational Excellence

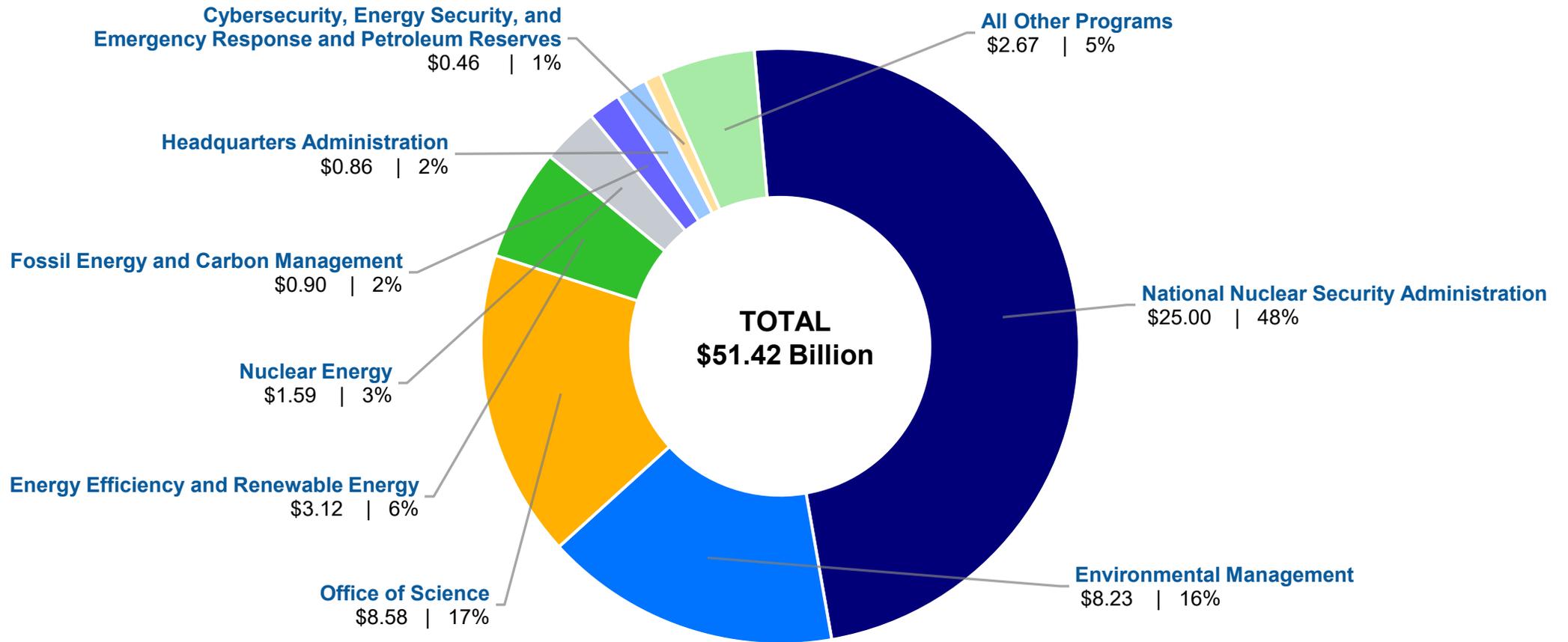
Establish an operational and adaptable framework that combines the best wisdom of all Department stakeholders to maximize mission success.

DEPARTMENT OF ENERGY NATIONAL LABORATORIES



[17 Labs in 17 Minutes | Department of Energy](#)

FY 2025 DOE BUDGET REQUEST BY PROGRAM (\$B)



DOE CREATES OPPORTUNITY FOR SMALL BUSINESSES

DOE earned an “A” Grade from the Small Business Administration (SBA) for FY23

- Approximately 1 in 4 procurement dollars in DOE goes to Small Businesses
- DOE has exceeded its FY23 prime (17%) and subcontracting (49%) SB contracting goals
- FY23 prime (includes 1st tier Management and Operating (M&O) SB \$) - \$10.4B
- FY23 subcontracting - \$ 2.0B
- Dollars do not include financial assistance (e.g., grants) spend in the billions

FY24 SB performance being tabulated by SBA; anticipated to exceed FY24 prime and subcontracting SB goals

Total Small Business Obligations (Prime + M&O First Tier Subcontracts) ¹		
FY 2018	\$ 4.1B	A
FY 2019	\$ 5.0B	A
FY 2020	\$ 5.1B	B
FY 2021	\$ 8.1B	A
FY 2022	\$ 8.7B	A
FY 2023	\$10.4B	A
FY 2024	\$TBD	\$TBD

¹ DOE receives prime small business obligation credit for Management and Operating (M&O) contracts first tier subcontracting spend by statute

FY2024 SMALL BUSINESS GOALS

Prime Goals

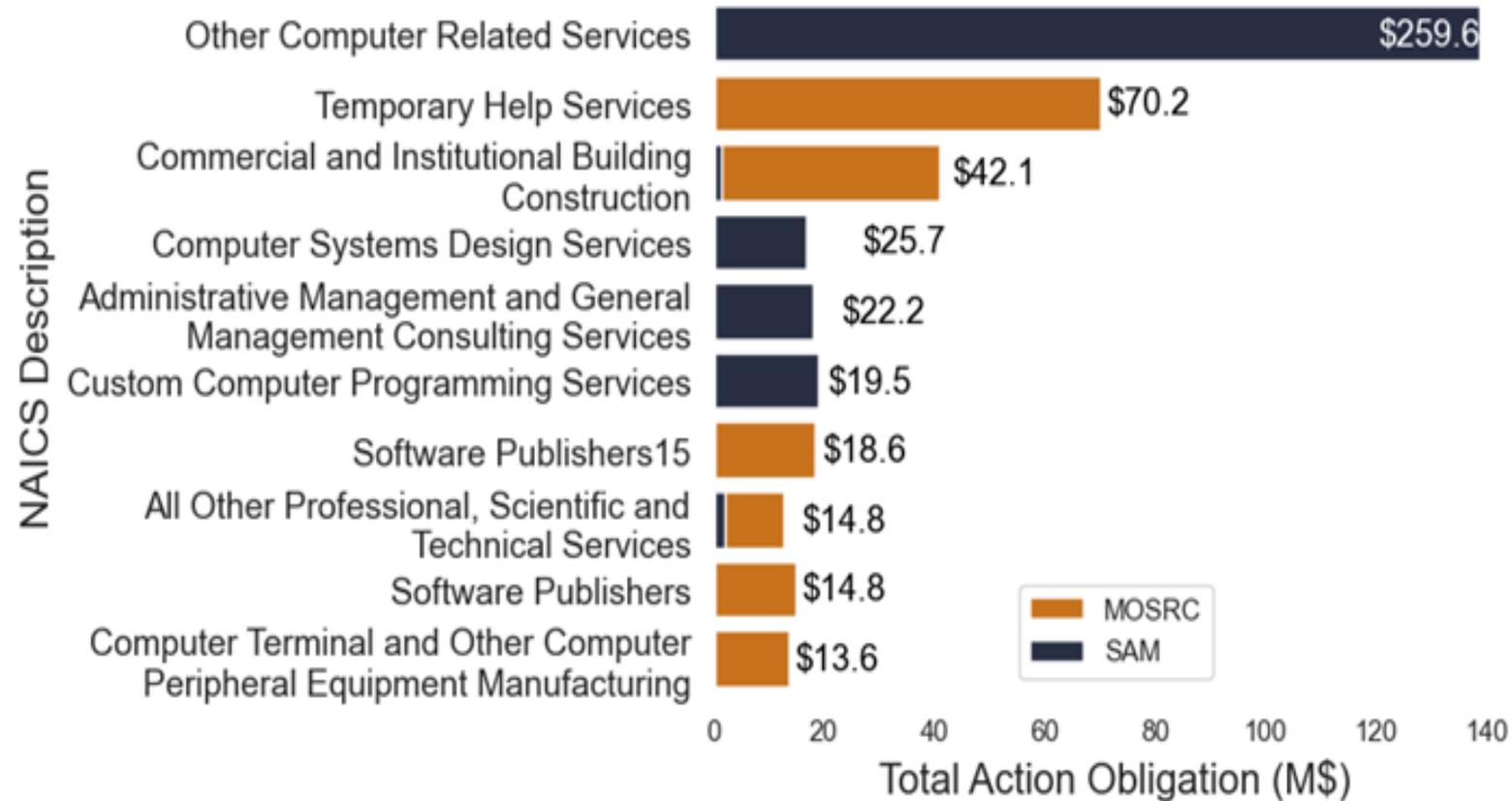
SB	-	17%
WOSB	-	5%
SDB	-	8.15%
SDVOSB	-	5%
HUBZone	-	3%

Subcontracting Goals

SB	-	49%
WOSB	-	5%
SDB	-	5%
SDVOSB	-	5%
HUBZone	-	3%

FY2024 SDVOSB SPENDING

Top 10 NAICS Codes by Action Obligation for SDVOSB - FY 2024



OSDBU - MISSION AND COMMITMENT

OUR MISSION

Maximize contract opportunities for small and disadvantaged businesses while advancing the DOE's mission.

OUR COMMITMENT

- Open the lines of communication through outreach and training.
- Serve as small business advocates.
- Deliver useful information.
- Build public and private industry relationships.
- Utilize DOE Programs and best practices.



OSDBU - STRATEGIC OBJECTIVES

OBJECTIVE 1

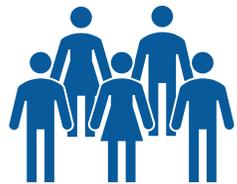
Simplifying Doing Business with DOE

OBJECTIVE 2

Maximize SB Opportunities

OBJECTIVE 3

Maximize SB Awards



OSDBU Staff
& SBPMs



Education/
Resources



Inreach/
Outreach



Compliance
Requirements

ENABLING ACTIVITIES

OSDBU - FY2025 MAJOR INITIATIVES

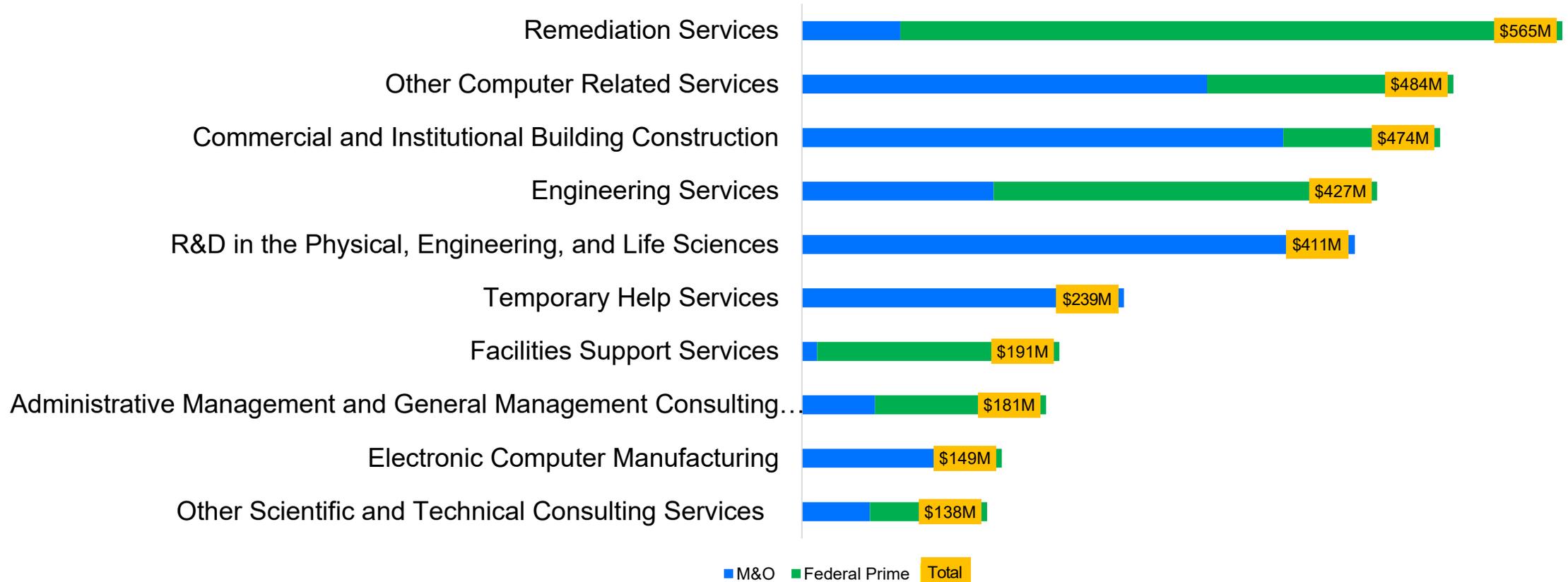
Virtual Outreach Series

Small Business
Construction
Opportunities

DOE Small Business
Forum & Expo Expansion

DOE Acquisition Forecast
Improvements

WHAT DOE BUYS



FY 2023 Dollars reported in the Management & Operating Subcontract Reporting Capability (MOSRC) System are credited as prime small business achievement at DOE by statute Federal Prime obligation data source: SAM.gov standard small business goaling report, award detail view, grouped by NAICS code

LOCATE AGENCY OPPORTUNITIES

Procurement Opportunities

- [SAM.gov](#)
- [FedConnect](#)
- [DOE and Major Contractor Acquisition Forecasts](#)
 - Provides headquarter prime opportunities
 - Provides hyperlinks to DOE laboratories and major contractors for subcontracting opportunities
- [GSA eBuy](#)
- [NITAAC](#)
- [NASA SEWP](#)

Funding Opportunities

- [SAM.gov](#)
- [FedConnect](#)
- [DOE and Major Contractor Acquisition Forecasts](#)
 - Provides headquarter prime opportunities
 - Provides hyperlinks to DOE laboratories and major contractors for subcontracting opportunities
- [GSA eBuy](#)
- [NITAAC](#)
- [NASA SEWP](#)

Acquisition Forecast

Office of Small and Disadvantaged Business Utilization

Office of Small and Disadvantaged Business Utilization » Small Business Toolbox » Acquisition Forecast

The U.S. Department of Energy's (DOE) Acquisition Forecast contains a list of upcoming contracting and subcontracting opportunities to help make it easier for small businesses to search for opportunities and navigate the Department's complex procurement environment.

Approximately 80% of DOE's annual procurement base is allocated to the Agency's Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs).

The procurement opportunities include:

DOE HEADQUARTERS AND FEDERAL FIELD OFFICE ACQUISITION FORECAST

Search the [DOE Headquarters and Federal Field Office Acquisition Forecast](#) for direct procurements with DOE to support DOE Headquarters and DOE Federal Field Offices.

Explore opportunities through the [Bipartisan Infrastructure Law and Inflation Reduction Act Programs at the Department of Energy](#).

DOE/NATIONAL NUCLEAR SECURITY ADMINISTRATION (NNSA) SITE FACILITY MANAGEMENT CONTRACTS

Explore the list below of National Laboratories/M&O/FMC procurements at DOE/NNSA contractor-managed sites:

- [Ames Laboratory \(AMES\)](#) ☞
- [Argonne National Laboratory \(ANL\)](#) ☞
- [Bonneville Power Administration \(BPA\)](#) ☞
- [Brookhaven National Laboratory \(BNL\)](#) ☞
- [Carlsbad Field Office](#)
- [Central Plateau Cleanup Contract](#)
- [East Tennessee Technology Park \(ETTP\) \(OR\)](#)
- [Environmental Management Consolidated Business Center \(EMCBC\)](#) ☞
- [Fermi National Accelerator Laboratory \(FNAL\)](#) ☞
- [Hanford Mission Essential Services Contract](#)
- [Idaho Clean-up Core Contract \(Fluor\)](#)
- [Idaho Clean-up Contract \(Idaho Environmental Coalition\)](#)
- [Idaho Operations Office](#)
- [Idaho National Laboratory \(INL\)](#) ☞
- [Kansas City National Security Campus \(\(formerly Kansas City Plant \(KCP\)\)](#) ☞

ACQUISITION FORECAST OPPORTUNITIES

[DOE Headquarters and Federal Field Office Acquisition Forecast](#)

- Provides list of prime contract opportunities

[Bipartisan Infrastructure Law and Inflation Reduction Act Programs at the Department of Energy](#)

- Provides list of financial assistance opportunities

Provides links to the various DOE major contractors for subcontracting opportunities. (You must search each contractor individually for its opportunities).

FUNDING OPPORTUNITY ANNOUNCEMENTS

FOAs are the publicly available documents that contain the official information about Federal grants, including goals, deadlines, eligibility, and reporting

Funding, Prize, and Competition Opportunities

Below are the current open EERE funding opportunities. Visit [EERE Exchange](#) to see past opportunities.

TECHNOLOGY AREA	SOLICITATION TITLE	OPEN DATE	CLOSE DATE
Water	Testing Expertise and Access for Marine Energy Research (TEAMER) Request for Technical Support 14 CF	7/1/2024	10/4/2024
Vehicles	SuperTruck Challenge - Concept Papers	9/16/2024	10/8/2024
Cross-office	12X Innovative Queue Management Solutions (IQMS) for Clean Energy Interconnection and Energization	8/14/2024	10/16/2024
Water	Oceans of Opportunity: U.S. Wave Energy Open Water Testing CF - Concept Papers <small>*Note: This opportunity is being posted in the EERE Program Information Center as part of a pilot program. Interested applicants will need to register in the EERE Program Information Center CF to apply to this opportunity. All other EERE announcements will continue to be posted in eXCHANGE. Early registration is encouraged to avoid delays.</small>	9/18/2024	10/25/2024
Industrial Efficiency and Decarbonization	Industrial Sustainability, Energy Efficiency, and Decarbonization (ISEED) Collaborative	9/16/2024	11/1/2024
Bioenergy	FY24 Scale-up of Integrated Biorefineries	9/11/2024	11/7/2024
Advanced Materials and Manufacturing	Smart Manufacturing Technologies for Material and Process Innovation	7/18/2024	11/18/2024
Industrial Efficiency and Decarbonization	Framing the Future: Industrial Technologies Photo Contest	6/20/2024	11/21/2024
Cross-office	Clean Energy Careers for All (CECAA)	9/24/2024	12/13/2024
Solar	Community Power Accelerator Prize - Round 3	9/9/2024	12/17/2024
Wind	U.S.-Danish Floating Offshore Wind Energy Mooring and Anchoring Research and Development	9/23/2024	1/14/2025
Cross-office	Good Jobs in Clean Energy Prize - Phase 1 CF	8/1/2024	1/31/2025
Solar	Large Animal and Solar System Operations (LASSO) Prize	9/10/2024	3/6/2025

[Clean Energy Infrastructure Funding Opportunity Exchange](#)

[EERE Funding Opportunities](#)

Clean Energy Infrastructure Funding Opportunity Exchange

Search [Search](#)

[Printable Version](#)

Funding Opportunities **Uniform Guidance – 2 CFR 200 Updates**

Teaming Partner List In an effort to standardize terminology across the government, Clean Energy Infrastructure is joining other federal agencies in using the term Notices of Funding Opportunities (NOFOs) rather than Funding Opportunity Announcements (FOAs). You will see both terms in use while we work to update our websites and resources.

Funding Archive

Questions and Answers Awards issued under these Notices of Funding Opportunity (NOFO, previously Funding Opportunity Announcement (FOA)) will adopt the 2024 Revisions to 2 CFR 200. Applicants may review a summary of changes at [CFR.gov | Uniform Guidance, Title 2 of the Code of Federal Regulations](#). Flexibilities provided by the 2024 Revisions are not available on existing Federal awards issued prior to October 1, 2024.

Login

Register

User Guides [Jump to an Announcement:](#)

Announcement Number	Announcement Title	Announcement Type	Office	LOI Deadline	CF Deadline	FA Deadline
TBL-0000010	Teaming Partner List For Funding Opportunity DE-FOA-0003348 (Programa de Comunidades Resilientes)	Teaming Partner List	Grid Deployment Office (GDO)			
DE-FOA-0003348	Buena Vista Energy Resilience Fund: Resilient Communities Program	Funding Opportunity Announcement (FOA)	Grid Deployment Office (GDO)			10/22/2024 05:00 PM ET
DE-FOA-0003412	Inflation Reduction Act (IRA) 50143 Domestic Manufacturing Conversion Grants for Electrified Vehicles, State Subsidies for Small and Medium Sized Manufacturers (SMTs)	Funding Opportunity Announcement (FOA)	Office of Manufacturing and Energy Supply Chains (MESC)			10/15/2024 05:00 PM ET
DE-FOA-0003376	Smart Manufacturing and Recycling Tactics for States (SMART)	Funding Opportunity Announcement (FOA)	Office of Manufacturing and Energy			9/16/2024 05:00 PM ET

Funding, Prize, and Competition Opportunities - Open

OCED PROGRAM	ANNOUNCEMENT TYPE	ANNOUNCEMENT DATE	RESPONSE DUE	PRESS RELEASE	APPLY NOW
Carbon Capture Large-Scale Pilot Programs, Carbon Capture Demonstrations Projects Program	NOI	9/27/2024	TBD	Press Release	PENDING
Regional Direct Air Capture Hubs	NOI	9/20/2024	TBD	Press Release	PENDING
Long-Duration Energy Storage Pilot Program	NOFO	9/5/2024	10/16/2024	Press Release	OPEN
Energy Improvements in Rural and Remote Areas	NOI	8/22/2024	TBD	Press Release	PENDING
Generation III+ Small Modular Reactor Program	NOI	6/17/2024	TBD	Press Release	PENDING

[OCED Funding Opportunities](#)

[MESC Funding Opportunities](#)



SMALL BUSINESS INNOVATION RESEARCH (SBIR) AND SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) PROGRAMS



Competitively awarded grants to small businesses to support scientific excellence and technological innovation.

[Small Business Innovation Research and Small Business Technology Transfer | Department of Energy](#)

SUBCONTRACTING OPPORTUNITIES



DOE Prime Large Business Contractors are required to subcontract with SDB, WOSB, SDVOSB, and HUBZone SBs



Approximately 80% of DOE SB spend through subcontracts with major Prime Contractors



Major DOE Prime Contractors:

[DOE/NNSA Site Facility Management Contracts | Department of Energy](#)



SCMC:
[Supply Chain Management Center \(doe.gov\)](#)



Register in site Supplier Registration database, as applicable



Contact site SBPMs:

<https://www.energy.gov/osdbu/small-business-points-contact>

TIPS FOR SUCCESS

LEVERAGE

- Engage SBA, Small Business Development Centers, APEX Accelerators, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites' Small Business Program Managers

PREPARE

- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

TARGET

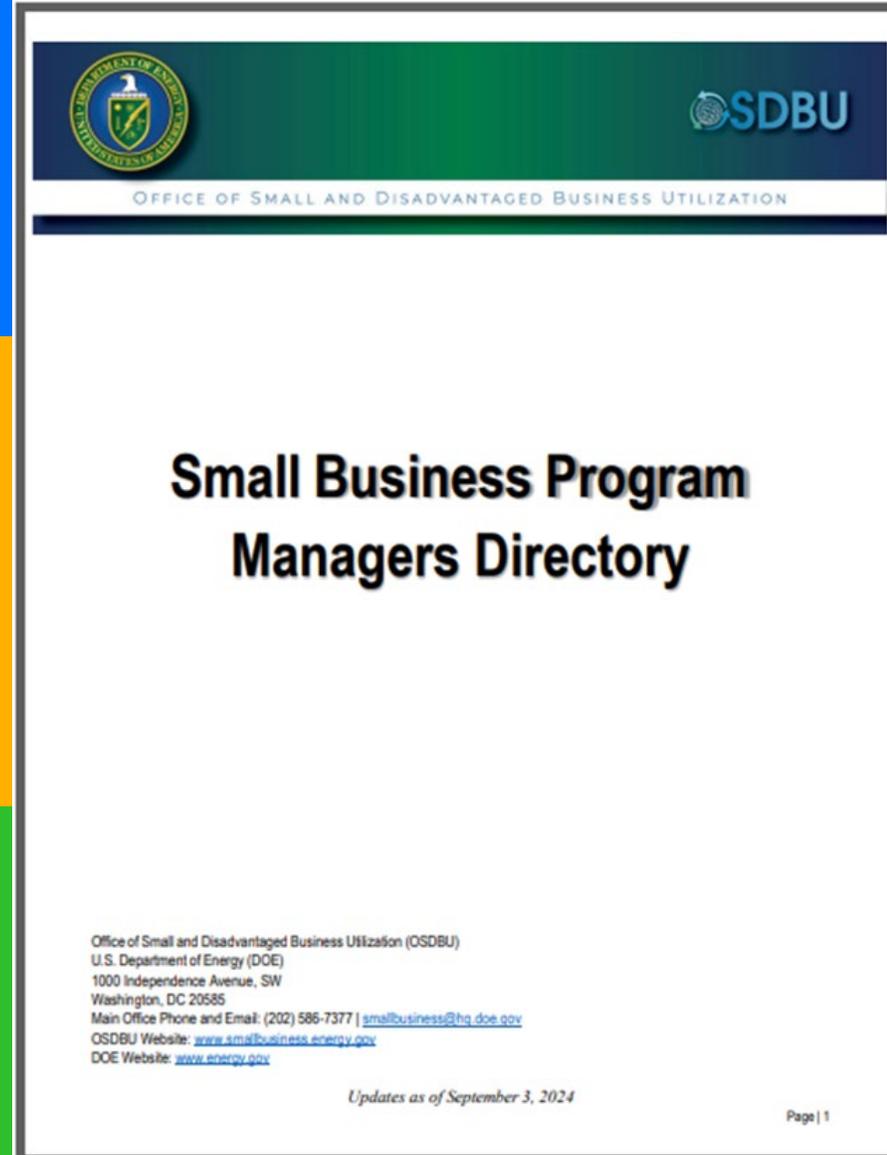
- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases

DOE MENTOR-PROTÉGÉ PROGRAM

- Develops Protégés to better perform and compete for DOE prime contracts and subcontracts
- Program provides SBs & HBCUs/MSIs opportunities to receive developmental and technical assistance.
- Preference on participation of Disadvantaged small businesses to include WOSB, SDVOSB, & HUBZone certified, as well as HBCUs/MSIs.
- **Spirit of the DOE MPP:**
 - Expand and bring in new entrants into DOE supplier base to assist entities that demonstrate a need & can benefit from assistance
 - Equip participants with skills and experiences to successfully compete & perform on both DOE prime contracts and/or subcontracts.
 - Build long term beneficial relationships
- **Developmental Assistance**
 - Business management guidance
 - Engineering and technical experience
 - Subcontract experience

IMPORTANT LINKS

- [DOE OSDBU Small Business Toolbox](#)
- [DOE Acquisition Forecasts](#)
- [DOE Small Business Program Managers Directory](#)
- [DOE Alleged Undue Restrictions](#)
- [DOE Mentor-Protégé Program](#)
- [U.S. Small Business Administration Local Assistance](#)
- [APEX Accelerators](#)
- [Minority Business Development Agency](#)
- [North American Industry Classification System \(NAICS\)](#)



OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

Small Business Program Managers Directory

Office of Small and Disadvantaged Business Utilization (OSDBU)
U.S. Department of Energy (DOE)
1000 Independence Avenue, SW
Washington, DC 20585
Main Office Phone and Email: (202) 586-7377 | smallbusiness@hq.doe.gov
OSDBU Website: www.smallbusiness.energy.gov
DOE Website: www.energy.gov

Updates as of September 3, 2024

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DOE OSDBU SUPPORT

For individually-tailored customer care, feel free to contact our office:

Call: (202) 586-7377

Email: smallbusiness@hq.doe.gov

HUBZone PM: Kent.Hibben@hq.doe.gov

SDB & MPP PM: Mark.Lochbaum@hq.doe.gov

SDVOSB PM: Blake.Clemmer@hq.doe.gov

WOSB PM: Nicola.Ohaegbu@hq.doe.gov

Subcontracting PM: Michael.Massello@hq.doe.gov



Join DOE's Vendor Database

STAY IN TOUCH WITH OSDBU



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smallbusiness.energy.gov

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Up Next

Wrap UP - Qs & As Portion



LISA TANNER

SMALL BUSINESS LIAISON OFFICER

SAVANNAH RIVER NUCLEAR SOLUTIONS, LLC

Up Next

CLOSING REMARKS



Ron Pierce, Director
Office of Small Business & Disadvantaged Business Utilization, DOE